

July 17, 2006

- Prospects should **not** be required to wait seven days before registering
 - Should provide a reasonable cancellation policy
- Independent Business Owners (IBOs) should **not** be required to provide a list of 10 IBO references
 - All direct sellers & all direct selling agencies should have a level playing field and be required to provide professional references, such as:
 - Dunn & Bradstreet
 - Better Business Bureau
 - Fortune 500 companies that partner or associate with the direct selling business / agent
- IBOs and/or direct sellers should **not** be required to provide a list of all legal allegations, lawsuits, arbitrations and other legal claims for the past 10 years
 - Reason - Anyone can sue - For any reason – Examples:
 - Person sues restaurant for their own clumsiness of spilling hot coffee in their lap
 - Person sues restaurant for burning lip with a hot pickle
 - And so on . . .
 - Second, this would be novels of legal terminology that the average lay person would not comprehend
 - Third, this would just discourage anyone from chasing the American dream of entrepreneurship
 - Fourth, what about other retail establishment (ie: Wal-Mart, K-Mart, JC Penney, Sears, etc.)
 - Would they be required to provide their potential stock holders with the same legal documentation, before being allowed to buy, sell & trade on the stock exchange?
 - What about providing it to their customers before they are allowed to shop with them?
 - Fifth, what about other direct sellers such as:
 - Doctors, lawyers, plumbers, electricians - These are all direct selling agents, because they “sell” their services and establish a network of clientele
 - So will my doctor/dentist be required to provide me with a list of legal allegations?
 - What about my lawyer?
 - Or the next plumber / electrician I choose?
 - Does this sound absurd? And yet that is exactly what you are asking of direct sellers
 - Sixth, this does not provide a level playing field in a “Free Enterprise Society”
- IBOs and/or direct sellers should **not** be required to calculate and make different disclosures for every income claim, neither should they be required to provide substantiation for every income claim
 - **Should provide:**
 - Clear, simple, and standardized income disclosures
 - Applying to ***all*** direct sellers, direct selling businesses and/or direct selling agents
 - Reason:
 - Every income is different, because it is based on ***individual effort***.
 - This is NOT a job
 - Unlike a job, where you get a cost of living raise annually, regardless of whether you’ve *earned* it
 - This is a business venture
 - Where you are rewarded for ***individual effort***
 - You ***earn*** what you work for. No more, no less.
 - And exactly ***how*** do you calculate that?
 - If a plumber performs a service, he is paid - If he does not work, he is ***not*** paid
 - If a direct seller, sells/networks, he is paid - If he does not sell/network, he is ***not*** paid

Thank you for your time and attention to my comments regarding this proposed law.

Sincerely,

Jami C Woodruff

IBO & Entrepreneur since 2002